



# Ex-Im BANK NEWS

*"The Export-Import Bank helps advance U.S. trade policy, facilitate the sale of U.S. goods and services abroad, and create jobs here at home." -- President George W. Bush*

## News in Brief

### Foley Urges Support for Aviation Treaty

Ex-Im Bank board member April Foley spoke of the benefits to governments, airlines, and passengers of a new international aviation pact, the Cape Town Convention, at a seminar in Paris on June 15. "The Cape Town Convention removes obstacles to aircraft financing," Foley said. "It is in the best interests of the entire aviation industry and governments throughout the world. This treaty will lower the risk of financing aircraft sales and make it easier for airlines to buy new aircraft." Ex-Im Bank has pledged to cut its exposure fee by one-third on its financing of large commercial aircraft for airlines in countries that sign, ratify, and implement the treaty. Foley noted that Ex-Im Bank's aircraft portfolio includes about 600 aircraft to 65 airlines in 50 countries.

### Merrill Speaks on Ex-Im Priorities

Ex-Im Bank Chairman Philip Merrill told the Business Council for International Understanding (BCIU) in

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### Chairman Signs EBRD Agreement, Accepts Award for Ex-Im Bank



Ex-Im Bank Chairman Philip Merrill signs agreement with European Bank for Reconstruction and Development President Jean Lemierre in London on June 25.

Ex-Im Bank and the European Bank for Reconstruction and Development (EBRD) signed a memorandum of understanding on June 25 at EBRD's London headquarters. The two institutions will cooperate more closely in financing for central and eastern Europe, Russia, and the Commonwealth of Independent States, with a focus on small and medium-sized enterprises, sub-sovereign entities, and financial-sector development.

In London, Ex-Im Chairman Philip Merrill also accepted Trade Finance magazine's "ECA of the Year Award." The magazine also named three 2002 Ex-Im Bank transactions "Deals of the Year." They were **Maracaibo Metro/ Venezuelan Ministry of Finance**; **SN Nuclear Electrica** in Romania; and **Shin Satellite/Shin Corporation** in Thailand.



Eduardo Aguirre was honored on his last day as Ex-Im Bank vice chairman on June 26.

Left to right: Ex-Im Bank board members Joe Grandmaison, Vanessa Weaver, Aguirre, and April Foley.

### Ex-Im Can Back Exports to Iraq

Ex-Im Bank is no longer legally prohibited from supporting U.S. exports to Iraq. While it is still closed for routine trade finance transactions, the Bank is prepared to start processing applications immediately for U.S. exports to Iraq that involve buyers or letters of credit from banks in third countries. The Bank is also ready to consider applications under its working capital guarantee program for subcontractors to U.S. government or internationally funded contracts. Delegated authority is not available for such transactions.

Ex-Im Bank working capital guarantees enable U.S. small and medium-sized businesses to obtain the working capital that they need to fulfill contracts. The Bank's loans and guarantees may be used to support exports to third countries for re-export to Iraq or for exports directly to Iraq supported by creditworthy financial institutions or governments in a third country.

### New Nigerian Airline Benefits From Ex-Im Bank Loan



Capt. Edward Boyo, managing director, Overland Airways

A new Nigerian airline, Overland Airways Ltd., is using a medium-term direct loan from Ex-Im Bank to purchase two Beech 1900D aircraft from Raytheon Aircraft Company of Wichita, Kan. Overland will offer scheduled and charter service in Nigeria and neighboring countries. The aircraft are expected to be delivered by August. "Nigeria has a growing demand for air transportation services and is an important emerging market in sub-Saharan Africa for U.S.-manufactured aircraft," said Ex-Im Bank board member **Joe Grandmaison**.



London on June 26 of Ex-Im Bank's priorities in enhancing customer service and addressing current global needs such as Iraqi reconstruction and trade security. In a June 30 speech to the U.S.-Russian Business Council in Washington, Merrill discussed the risks and prospects involved with doing business in Russia.

## McAdams Discusses Latin American Risk

Ex-Im Bank Senior Vice President John McAdams discussed Latin American finance at an Emerging Markets Risk conference in New York City on June 12. Despite recent economic turbulence in many Latin markets, he said that "Ex-Im Bank's products are tailored to meet almost any market conditions." In a region that accounts for 22 percent of U.S. exports, Ex-Im Bank supported \$3 billion in exports last year, he added.

## Alan Lorish Named Information Officer

Ex-Im Bank has named Alan Lorish as chief information officer (CIO), effective July 14. Lorish has been CIO for the Commerce Department's Bureau of Economic Analysis.



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# Ex-Im Bank Transaction of the Month

## Wyoming Mining Firm Uses Ex-Im Financing to Sell to Chile

**L** & H Welding and Machine Co., of Gillette, Wyo., is using a small business multi-buyer insurance policy that Ex-Im Bank recently approved to help it expand its exports to Chile.

The northwestern Wyoming company, which manufactures and repairs mining machinery parts, is able to expand its exports to Chile's copper mining industry as a result of the Ex-Im Bank insurance. "The main benefit of the policy is that we are able to extend better credit terms to our customers in Chile," said **Christi Surat**, an international sales associate with L & H Welding. She added that exports -- which are primarily to Chile, but also to China and Mexico -- account for about one-third of L & H Welding's overall business.



L & H Welding employees in front of the company's Gillette, Wyo. facility.

Founded in 1964, L & H Welding has about 180 employees in Gillette and Rock Springs, Wyo., as well as Tucson, Ariz. The company manufactures and services equipment for the coal mining, oil, underground mining, and railroad industries. It provides engineering, welding, mechanics, and machining services.

L & H Welding was referred to Ex-Im Bank by one of the Bank's City/State Partners, the **Wyoming Small Business Development Center** in Cheyenne.

## Ex-Im Financing for Oman Air

**E**x-Im Bank provided financing for the first time to Oman Air for the purchase of a **Boeing 737-800** aircraft. The transaction was approved by the Bank's board on May 1 and a signing ceremony was held at the Bank on June 27. The aircraft was scheduled for delivery on July 1 at Boeing Field in Seattle. The purchase is part of an expansion program by the 22-year-old airline.



**Ex-Im Bank's Aircraft Finance Team** won the Bank's Special Team Achievement Award. The group is responsible for Ex-Im Bank financing of more than \$21 billion of U.S. aircraft over five years. Left to right: Charmayne Brooks, Tom Fitzpatrick, Transportation Division Vice President Bob Morin, Louis Emery, Chairman Philip Merrill, Bob Roy, Exa Richards, David Fiore, Corey Golden, Doug Adler, and Ed Ciampa.

## U.S.-Mexico "Partnership for Prosperity" an Ex-Im Priority



Ex-Im Bank board member April Foley addresses a Partnership for Prosperity conference in San Francisco on June 9.

**E**x-Im Bank board member **April Foley** and **Jeffrey Miller**, the Bank's senior vice president for export finance, participated in a Partnership for Prosperity Enterprise Financing Workshop in San Francisco on June 9 and 10. Mexico was Ex-Im Bank's number one market last year, as the Bank supported approximately \$1.6 billion in U.S. exports to the Mexican market.

Since President Bush and Mexican President Vicente Fox launched the Partnership for Prosperity in 2001, Ex-Im Bank has contributed to the two leaders' vision of "unfettering the economic potential of every citizen in both of our countries, and narrowing the economic gaps between and within our societies."